



Fire Sprinkler Sales/Estimating

REQUIREMENTS

- Five years plus experience in the fire protection industry—field, estimating, or design
- Strong working knowledge of life safety and NFPA codes
- Have a strong ability to write fire protection scope for a wide variety of applications
- Fire sprinkler system estimating skills
- Viable local relationships with general contractors—based in Massachusetts
- Strong prospecting and negotiation skills with respect to fire protection systems
- Proven ability to close fire sprinkler contracts
- Excellent communication and inter-personal skills working in a team environment
- Travel within the state of Massachusetts is required
- Possess a valid driver's license

RESPONSIBILITIES

- Establish contact with prospective and qualified potential buyers of new installations, system modifications and upgrades by scheduling sales calls, managing existing relationships, and following up on leads
- Contact prospective customers of new commercial fire sprinkler systems
- Determine customer needs by conducting site surveys and effectively communicate system requirements to the client
- Develop and maintain an active proposal backlog to support an established sales goal
- Develop and maintain new and existing customer relationships to ensure our services exceeds clients expectations
- Support other Legacy team members in the company initiatives
- Meet the key objectives of the annual commission plan

BENEFITS

- Medical, long-term disability, 401K, company sponsored profit sharing, paid time off and bonus opportunities available
- Company sponsored industry training and NICET certifications available

COMPENSATION

Competitive base salary/commission depends on your level of experience, successful track record and education.

If you are interested in a career opportunity with growth potential, please contact our office or email your resume to contact@legacyfireprotection.com to schedule an interview.